

Message Text

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45

ACTION XMB-07

INFO OCT-01 AF-10 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 SPC-03

CIEP-02 OMB-01 L-03 IGA-02 EUR-25 DRC-01 /111 W

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P R 051215Z NOV 73

FM AMEMBASSY KHARTOUM

TO USDOC PRIORITY

INFO SECSTATE WASHDC 7308

UNCLAS KHARTOUM 2393

E.O. 11652: N/A

TAGS: BEXP, SU

SUBJ: LOCOMOTIVES FOR SUDAN RAILWAYS

REF: KHARTOUM 2357 AND PREVIOUS

1. EMB HAS RECEIVED COMMERCIAL CABLE FROM A JOHN NEVIN OF GENERAL ELECTRIC INT'L SALES OFFICE (IGECO) NEW YORK REQUESTING EMB INFORM GOS THAT GE AWARE SUDAN RAILWAYS (SR) SEEKING LOCOMOTIVES AND GE WILLING SUBMIT PROPOSAL. CABLE NOTED GE UNDERSTANDS "OTHER AMERICAN MAKER" (GM) "NOT FAVORED DUE INABILITY FURNISH TWO CAB DESIGN WHICH GE CAN SUPPLY READILY". CABLE STATES NEVIN PREPARED TRAVEL SUDAN WITHIN THE WEEK AND REEQUESTS EMB INFORM NEVIN OF OUR ADVICE THROUGH COMMERC/STATE.

2. AS INDICATED REFTEL AND PREVIOUS, GM (CONTRARY TO GE'S UNDERSTANDING) HAS REACTIVATED NEGOTIATIONS WITH SUDAN RAILWAYS AND DISCUSSIONS ARE PROCEEDING FAVORABLY ACCORDING TO GM REP. UNDER THESE CIRCUMSTANCES AND IN VIEW REVISED COMMERCE GUIDANCE WHICH STATES EMBASSIES SHOULD GIVE MOST ATTENTION TO AMERICAN FIRM WHICH HAS BEST CHANCE FOR CONTRACT, WE DO NOT AT THIS TIME INTEND INFORM GOS OF GE INTEREST SINCE IT MIGHT DISRUPT ADVANCED GM DISCUSSIONS.

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3. ACTION REQUESTED: HOWEVER, RECOMMEND COMMERCE
INFORM INGECO THAT GOS CONSIDERS EQUIPMENT MODIFICATIONS
LESS IMPORTANT FACTOR THAN (A) DELIVERY TIME--BEST FOREIGN
OFFER HAS BEEN TWELVE MONTHS, AND (B) AVAILABILITY OF
FINANCING. IF GE CAN PUT ITS DELIVERY TIME INTO THE BALLPARK
AND PROVIDE REASONABLE ASSURANCES OF FINANCING, EMB WILL
BE PLEASED TO GIVE NEVIN ASSISTANCE IF HE VISITS KHARTOUM.
HOWEVER, UNLESS HE CAN DO SO, DO NOT BELIEVE HIS VISIT WOULD
BE WORTHWHILE. SHOULD GM DISCUSSIONS FAIL WE WILL ADVISE
FURTHER. BREWER

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30 JUN 2005

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